

Today, we will do 5 things:

1. I’ll ask you to tell me a little about you so I can get to know you better.
2. I’ll tell you about me and my Mary Kay journey.
3. I’ll share 10 reasons why Mary Kay is such an incredible opportunity for women.
4. I’ll answer any questions you might have.
5. At the end, I’ll ask if this is something you might consider for yourself.

 

Now that you’ve heard about the Mary Kay opportunity,

I’d like to ask you some final questions:

1. If you decide to start your own Mary Kay business, what would you enjoy the most?
2. What qualities do you have that would make you an asset to Mary Kay?
3. If it takes 2 hours to do an appointment, how many would you hold per week?
4. I would love to work with you! If I showed you how to do get started and do this with Mary Kay’s proven success formulas, could you do it?
5. If I show you how to take the $100 starter kit and turn it into hundreds of dollars in 30 days, could you find the $100?

 **MAP IT OUT:**

**Taking $100 and turning it into hundreds of dollars within 30 days:**

* 3 classes per week x $200 class average = $600
* $600 x 4 weeks = $2400 at 50% profit = $1200.

(with 60/40 split, that is $960 profit). **How does that sound?**

6. To order your kit, how would you handle it: Visa, MC, AMEX, cash or check?